

## Rahul Yadav

E-mail:- [yadav.rahul045@gmail.com](mailto:yadav.rahul045@gmail.com)

Contact: **+919997380609**

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### **Objective:-**

Aggressive and result oriented sales professional with proficiency in automobile industry. Eager to work for a leading a motor organization on a higher position, utilizing my extensive knowledge and experience in working with clients, to accomplish my ambition of succeeding as an integral part of the company through increased in sales.

### **Experience:-**

More than **6 years rich experience** in selling new cars used cars, and vehicle selling other types of vehicles & parts, such as motorbikes and vehicle accessories.

### **Professional Summary:-**

Good sales skills – Effective, persistent negotiator determined to close sales deals and increase sales.

Independently sets personal goals and deadlines to reach sales targets.

Specialize in establishing productive relationships with customers seeking financing options.

Possessing exception leadership skill, provide superior customer service and problem solving.

Excellent track record of achievements in building and retaining customer relationship.

Able to achieve higher responsible positions and generated higher revenue for the organization.

### **November 2021 to Till Date**

Current Employer: - **Youwe Nissan (P) Ltd. Faridabaad** (Nissan 4 wheeler dealer)

Designation: - **Assistant Sales Manager**

### **Responsibilites:-**

- Handle showroom sales and field team.
- Settled customer complaints without needing to involve a manager.
- Handled b2b and inside sales with corporate companies.
- Planing monthly and weekly sales team target.
- Maintained contact with existing customers through meeting, emails and by phone.
- Arrange Product training for sales and field team.
- Maintain every sales person monthly target vs. achievement
- Conduct daily morning meeting.

### **August 2019 to June 2020**

Previous Employer: - **Tata Motors Ltd.**

Designation: - **Territory Sales officer**

### **Responsibilites:-**

- Visit Dealership, dealers handling, Parts order, Payment colocation
- Maintain stock and audit monthly basis.
- Deal with all corporate company.
- Dealers stock handling.

- Maintain monthly dealer target.
- Conduct monthly dealer review meeting.

### **August 2018 to July 2019**

Previous Employer: - **Mahindra & Mahindra Ltd.**

Designation: - **Senior Executive**

#### **Responsibilities:-**

- Engage in sales and marketing for automobile sector.
- Solid knowledge of financing procedures and credit options within the automobile industry.
- Visit Dealership, dealers handling, Parts order, Payment colocation.
- Dealers stock handling
- Proficient at working well independently and in team environments.
- Report to Sales Manager and Administrative Staff consultants in sales and marketing operation for Automobile sector.
- Assist setting policies for the organization, fixed goals and devised ways for business growth.
- Established relationships with new customers – Showed customers how to use acquired vehicles after delivery.
- Maintained contact with existing customers through meeting, emails and by phone.
- Advised customers regarding payment options; loans and leasing banking terms.
- Responsible for supervising stock order procedures
- Made sure factory policy and procedure was applied.

### **July 2015 to January 2018**

Last Employer: - **Shiva Auto car (P) Ltd. Ghaziabad (Mahindra 4 wheeler Dealer)**

Designation: - **Experience Sales Executive**

#### **Responsibilities:-**

- Engage in sales and marketing for automobile sector.
- Report to Sales Manager and Administrative Staff consultants in sales and marketing operation for Automobile sector.
- Assist setting policies for the organization, fixed goals and devised ways for business growth.
- Established relationships with new customers – Showed customers how to use acquired vehicles after delivery.
- Maintained contact with existing customers through meeting, emails and by phone.
- Advised customers regarding payment options; loans and leasing banking terms.

### **August 2014 to April 2015**

Last Employer: - **Grand Toyota, Meerut (Toyota 4 wheeler Dealer)**

Designation: - **Sales Executive**

#### **Responsibilities:-**

- Engage in sales and marketing for automobile sector.
- Report to Sales Manager and Administrative Staff consultants in sales and marketing operation for Automobile sector.

- Assist setting policies for the organization, fixed goals and devised ways for business growth.
- Established relationships with new customers – Showed customers how to use acquired vehicles after delivery.
- Maintained contact with existing customers through meeting, emails and by phone.
- Advised customers regarding payment options; loans and leasing banking terms.
- Negotiated delivery and price variations.

### **Training Undertaken:-**

- Toyota New products launch training (MMC)
- Toyota @ selling presentation training
- Mahindra New products (**XUV-500**) launch training In Chakan (Pune)
- Mahindra New products (**KUV-100**) launch training In Chakan (Pune).

### **Education Qualification:-**

- **Graduation (Bachelor of Arts)** from Chaudhary Charan Singh University, Meerut in 2012.
- **Post Graduation MBA (Master of Business Administration)** from North East Frontier Technical University. Arunachal Pradesh.
- Completed **LLB (Bachelors of Law)** from CCS University, Meerut.
- Pursuing **LLM (Masters of Law)** from CCS University, Meerut.

### **Personal Details:-**

Father's Name	:	Ram Avtar Yadav
Address	:	H. N. - 483 B, New Govind Puri, Kanker Khera, Meerut - 250001 Uttar Pradesh INDIA
Date of Birth	:	1 <sup>st</sup> July 1990
Marital Status	:	Unmarried
Language Known	:	Hindi & English
Hobbies	:	Listening songs and Travelling
Reference	:	Available on request
Passport No.	:	P1234056
Expiry Date	:	April 2028

Place.....

**(RAHUL YADAV)**

Date.....

